

REAL ESTATE AND BUILDING NEWS

A Man Who Knows Does Some Good Talking on the Side.

ACTIVITY IN THE SUBURBS

Holders of Business Properties Are Too Stiff—Builders Busy Enough.

A short talk had with one of the best informed men on the real estate subject, is, or should be, encouraging. It struck me that way, and struck me so forcibly I am inclined to give this man's talk in full, so far as I can remember it. He said the tide has turned, and, in his opinion, from now on to the end of the present year the real estate agents, that is, those among them who are alive and right up to the handle on every day in the week and every hour in the working part of the day, will have a plenty to do. He says he knows, and surely he is in a position to know, being a broker as well as a real estate man, that there is all kind of money ready for the legitimate real estate investor, and the man or the set of men or the women, either, who want to make real investments can get all the money they may need for that purpose. There is no sort of trouble about the money, and there is no kind of trouble about the properties that will pay a good interest on the investment. There are always people wanting to sell but are not anxious, and what makes Richmond really always in demand is the fact that there are really more people who want to buy than there are folks who are anxious to sell.

SOME CAME THE POINT

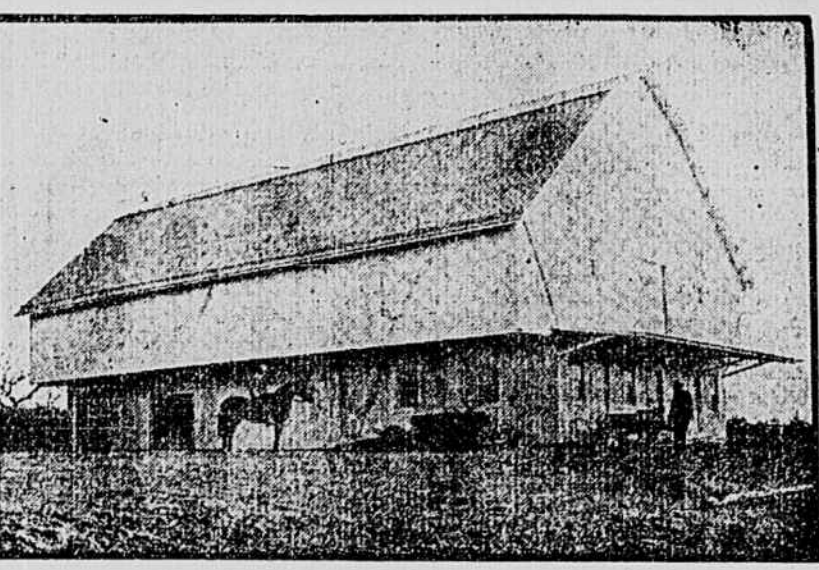
This may be in a certain sense unfortunate, but my informant told me of not less than five good business sites that are lying idle, because the owners do not have to sell, having a goodly income at their command, and are waiting for fancy bids. The fancy bidder is not always at hand, and, generally speaking, he is not the fellow who did on business or industrial properties. The man looking for an industrial site may be a fellow from the North or the West, or somewhere else, and he may not be especially stuck on Richmond, not knowing Richmond as well as some of us do. Such an investor may be, and often is, driven to some other good Southern town, because of the stiffness of the people who may own the business property that suits him. The said investor is expected to yield a single dollar for patriotism, but it is a bad policy for him to hold for fancy prices just because a man is waiting for a fancy bid. A well-informed man who talked with me told me of three different cases in which good paying industries were written away from Richmond because the property owners held out for more. In the property was really worth, of course, the owners of those properties know their own business, and, presumably, they were not bound to sell, and it may be that in time they will get the fancy figures they have put on their property, but, in the meantime, they have retarded Richmond growth to a certain extent, and maybe it will turn out that they will have to pay taxes on that vacant property a good long time yet before they will again get it on the market, but that is their business.

This short talk with the man who knows a few things went on, and, among other things, he told me that the agents who are dealing most largely in suburban properties are the people who are just now doing the most business in this good old town. He thinks the sales of suburban properties for the past week were a little larger than for the week before, and that the court proceedings pertaining to annexation had a good deal to do with the activity in suburban business. He thinks there is no doubt that annexation, as set forth in the claims and demands of Greater Richmond, will go through, and the foreknowledge of this has helped the suburban agents not a little. Anyhow, he told me that the sales of suburban lots all around Richmond were larger and more satisfactory last week than for any week within six months past. He had reference to private sales, and spoke not of the auction sales with brass band attachments.

This good man also told me of a great deal of real activity in the building line. He says the contractors were never busier than they are just now. He thinks some of the Richmond contractors have been spoiled, to a certain extent, by big skyscraping contracts, and they were a little slow to get down to the matter of cottage and small home building, but they have at last gotten there, and have within the past few months found out that it pays quite as well for one to have a half a dozen or a dozen contracts for small houses as it does to have one \$50,000 skyscraping contract.

As far as can be gathered from short and hurried talks with some of the real estate agents as did not go away yesterday on the Business Men's river excursion, it would appear that something over \$200,000 worth of real estate changed hands last week, and the business was confined almost entirely to residential property sales. Only one business property transaction was made, so far as I can learn, and the details of that having not yet been settled, I am withheld the pleasure of giving it public mention.

There are many rumors about large acreage deals in the suburbs that will finally be developed into interesting propositions, but these alleged big deals have not yet had the finishing touches put upon them, and, therefore, are as yet unmentionable.



MODEL MECKLENBURG COUNTY BARN.



GROWING BRIGHT TOBACCO.



GROWING WHEAT ALMOST HIDES HOUSE.



TYPICAL MECKLENBURG COUNTY HOME.

SOMETHING MORE ABOUT DEMONSTRATION WORK

Big Things Going On In Halifax County—Boys' Corn Clubs to the Front.

WISE COUNTY LEARNING TRICKS

Natural Difficulties and Coal Diggers' Opposition to Farm Work Being Overcome—Mountaineers Suspicious.

E. B. Keely, the assistant county demonstrator, writes about the demonstration work in Halifax County. He says:

It is a hard matter to learn of the Corn Club boys of Halifax County by hearsay. To get properly enthusiastic you should go with the county demonstration agent on his round of visits and talk with these bright-eyed youngsters, listen to their eager questions and note the pride with which they show you their work. You will be astonished to hear some of the most enthusiastic talk you have ever heard. They will tell you that they have no chance to win a prize this year, for they are starting with poor land, the only kind they could get and expect to build it up so they will have a chance.

In fact, in this, the writer's first year in demonstration work, as assistant in Halifax we have tried to get as far as possible from the idea that the Corn Club is a prize contest. It is much more, it is a great educational movement, effective and far-reaching. It teaches the boy the possibilities of his soil, and makes of him a better citizen and a producer. We want to strive not so much to beat every boy in the county as to beat himself raising corn, and to make more and cheaper corn than has ever been made on his place before. The next year, by seed selection, judicious use of commercial fertilizer, sharing of manure and a winter cover-crop to be turned under, he should beat his previous record, and finally come into the prize-winning class.

To encourage the boys to do this we are offering prizes for those who make the most improvement from year to year. This gets us the very boys we want. The boys on the farm where cover-crops are unknown and a system of farming aimed to build up the soil is unthought of. When we get them to make our most valuable boys, to interest them and turn their natural enthusiasm loose on better seed, tillage and care of soils is to interest the father as well. The boy has learned before him a vista of what land can be made to produce, and of what he can hope to accomplish as a farmer. He becomes the leaven that leaveneth the whole farm with the ferment of progressive ideas.

PUTTING THE RIGHT KIND OF AMBITION IN THE BOYS

The Boys' Corn Club is putting ambition into boys who were plodding along in the same hopeless way their fathers had trod. The land was getting poorer and farming had no future, hard work anyway, and the little of the planning to do that makes it a creative work and draws men into it. It is small wonder that his imagination turns to the city, where he thinks there must be a future for him, and where there are not so deadly slow and uninteresting.

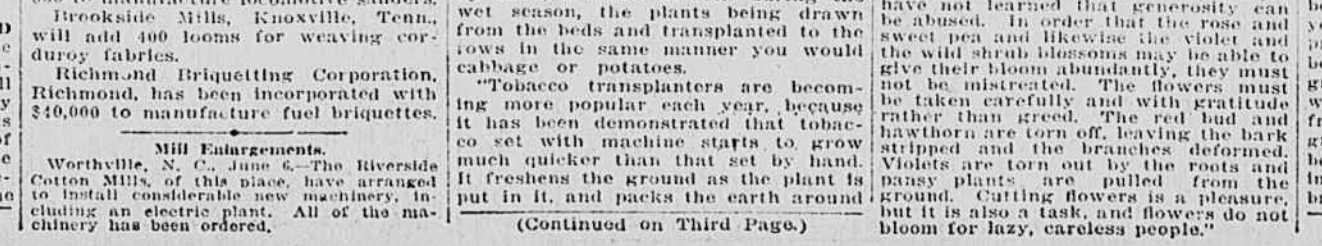
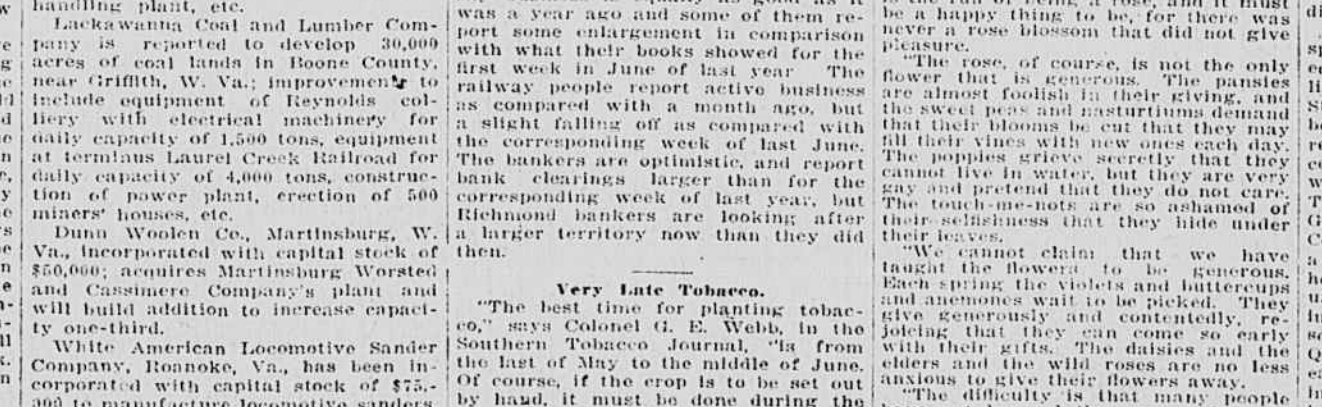
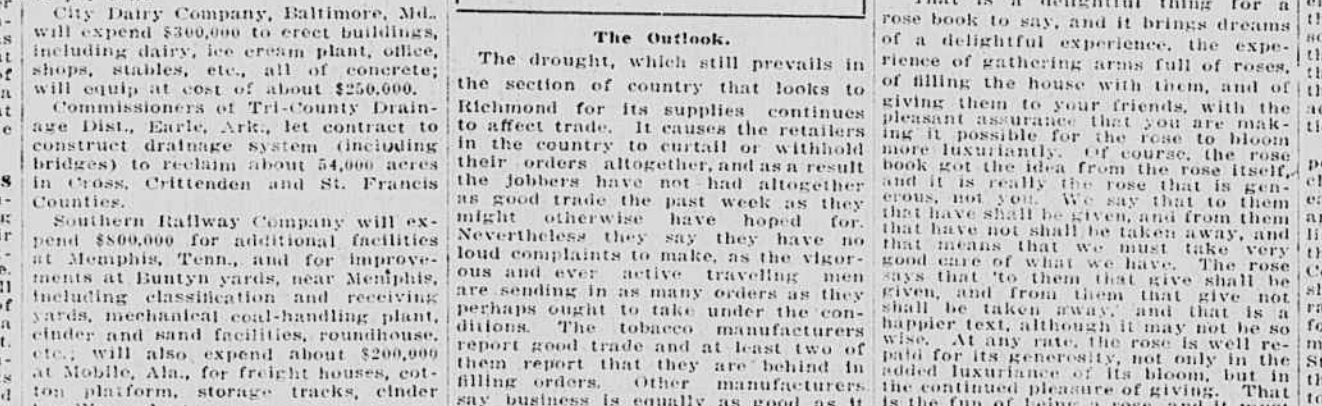
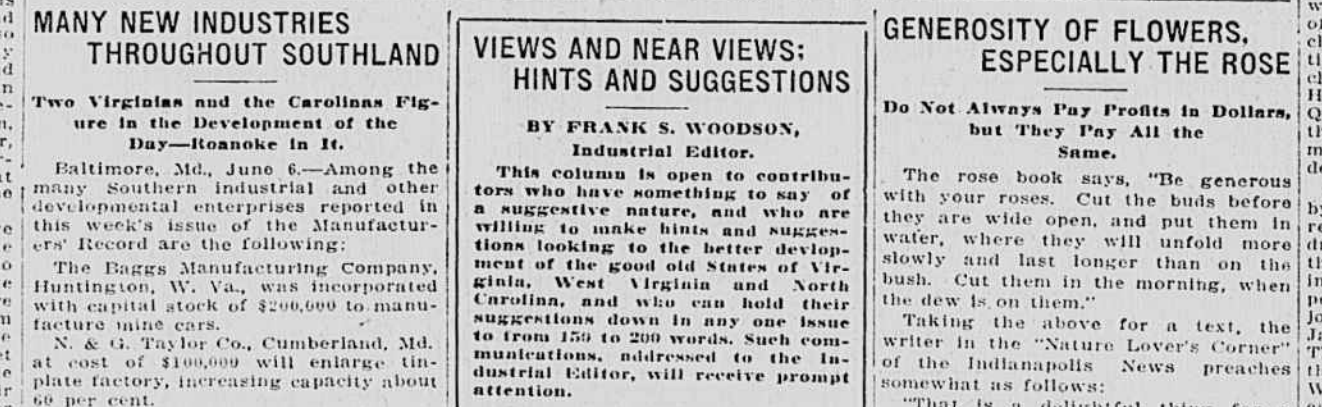
To catch the boys' imagination we are planning to have something going on right out here in the country. The Boys' Corn Club picnic will be held early in the summer, with fun and boys to welcome the prominent men who are to speak to them. Of course the older folks will be invited, for they are interested in the boys and in the things they are doing. But the boys are to be given first place. It is to be their picnic. At the county fair in October, there will be a very complete exhibit of the boys' work. The management is giving them special consideration. The prize parade will be one of the features of fair week. The boys are taking great interest in these things.

GET THE BOY FIRST AND THEN THE FATHER

The effects of the work with the boys is far reaching. Their neighbors leave word for the agent to call and advise them, and often the very chance way to our agent a man is through his boy. In our round of visits we hear from the fathers of the difference in their boys since they became interested in the Corn Club. One father said:

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AGRICULTURAL SCENES IN MECKLENBURG COUNTY



BRIDGE DEDICATION AT GOOD TOWN OF WEST POINT

Gresham Bridge Connects Two Great Virginia Counties, and the People Rejoice.

GALA DAY IN "PORT RICHMOND"

Interesting Ceremonies Mark Christening of a Splendid Structure, Participated In by Several Counties.

West Point, Va., June 6.—"Bridge Day" long looked for, dawned bright and beautifully. It marks the opening of the \$100,000 bridge that now spans the Mattaponi River, and its opening to-day and the ceremonies in connection therewith mark a red-letter day in the history of West Point, for little else has been talked about for some weeks past. It was, indeed, a great day, and the West Point was full of people from all of the surrounding country.

Hundreds of people came from Gloucester, Middlesex, Essex and Mathews counties in automobiles and other conveyances, many of the cars being beautifully decorated. By 10 o'clock the approaches leading to the easterly side of the new Gresham Bridge were filled with people, each eager to be the first to cross the Mattaponi on the new structure. Meantime, the crowd from King William and New Kent counties, augmented by a train-load of people from Richmond, assembled on the West Point side of the bridge. At the draw, which was lowered within a few feet of contact, was assembled a large chorus of children from the two counties, and then from the other. After the chorus the Rev. E. W. Billings invoked the blessing of God on the people of the two counties, so happily joined on this occasion. Then young Jack McGuire Thompson, of Gosport, the original promoter of the enterprise, broke a bottle of pure West Point artesian water over the bridge, and Thomas Gresham, son of Thomas Gresham, after whom the bridge was named, slowly turned the draw to its proper seat and made actual contact between the two counties.

There was then a mingling of happy people, and slowly the bridge was cleared and the procession from the easterly side of the river crossed over the bridge, which was formed at the West Point end of the bridge, Colonel B. L. Parinbolt, grand marshal of the day, superintended the formation of the parade, and finally the Mayor's reviewing stand, and on Beach Park, where the parade was dismissed.

People then gathered about the speaker's stand, which had been erected in the park grounds, prepared to listen to an address from Governor Stuart. A telegram, which had just been received from the Governor, read, expressing his regret that he could not possibly be with his Tidewater friends on this joyous occasion. There was then a call for Thomas Gresham, president of the Gresham Company, which built the bridge. In a few happy and well-chosen remarks he told the people of the great pleasure it gave him to be able to take part in this enterprise, which would mean so much to the people of King and Queen and other counties lying to the eastward. He stated that he was born in King and Queen County and had not been to his old home for a great many years, and when, some time back, the project of building this bridge had been brought to his attention, he took great pleasure in aiding the enterprise, which would mean so much to his old friends and neighbors, and it was with great satisfaction that he could now be with them and feel that he had been instrumental in bringing to them the bridge, which would mean so much to

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OLD MECKLENBURG; ITS ADVANTAGES

County That Grows All the Things Named on the Agricultural Map.

BRIGHT TOBACCO A SPECIALTY

Hustling Folks Who Have Built Up Great Town and Good Country.

BY FRANK S. WOODSON.

Chase City, Va., June 6.—I love to come to Chase City because here I find in the town itself an object lesson. It is a modern Virginia town that has grown to its greatness as such upon the natural resources of a splendid agricultural region, the best part of Mecklenburg County, one of the best tobacco, cotton, grain and gress-growing and cattle-raising counties of the State. Few counties in the State can claim such varied advantages. There are counties that grow cotton well, but will not grow tobacco; there are counties that grow the dark tobaccos, but will not bring forth the valuable brights, and there are counties that produce to perfection the peanuts, the grains and the grasses and some other things, but Mecklenburg is, perhaps, the only county in the State that grows all of these things profitably.

We boast, and truthfully boast, that somewhere in Virginia we successfully grow anything and everything that good land north of the Potomac can produce, but Virginia covers a lot of ground, and that ground consists of varied soils. Mecklenburg is just so situated that its lands produce, when properly cultivated, any and everything that grows profitably anywhere in Virginia. Therefore, when a man owns a farm in this county, especially in this Chase City district, he has the advantage of bending his best efforts to any one particular money crop that suits his taste, and in the meantime can make a sufficiency of all the others meet the demands of home consumption, thus being independent of the town markets for a living at home, and having his money crop left to keep up his bank account. Because of this, and the favorable conditions there is no county in the State in which a good and well-regulated farm is a better asset of the firm foundation kind; a place where a living can always be counted on and a profit on a year's work implicitly relied upon.

AGRICULTURAL CONDITIONS

The good town of Chase City being in the center of the capital and marketing place of an agricultural region, and having first-class transportation facilities and railway connections, could not help from growing in a few years from a village proportion to town proportions, and is now going on to city proportions. But of Chase City and its manufacturing and marketing place, its educational and social and religious advantages; its banking interests; its healthful location; its transportation facilities; its prominence as a market for the products of the land, especially tobacco, cotton and grain, especially to write later. I want to talk now of the rural districts and the agricultural conditions and advantages of the same.

In the olden time the rich acres of all this part of Mecklenburg County were owned by people who believed in large plantations, and under the conditions then existing knew how to work them to advantage. When the conditions changed and the smaller farm became more profitable the old-timers were rather slow to catch on to the new idea, but it is now a fact that when they did the man with the smaller farm idea was not long in finding that the small farm in Mecklenburg County was the region he was looking for. It took some time to convert the old-timer and get him to cut up his big plantation into small farms, and in many cases bankers and lawyers were necessary to move him, but no matter how the reformation came, it did come, and wide-awake people were not long in seeing and making use of it.

GOOD WORK CAME SLOWLY.

BUT IT CAME AT LAST. In the last decade and a half, or two decades, there have been wonderful changes in this Chase City district of Mecklenburg County, and I am sure that in no part of Virginia is there an agricultural interest being further advanced along modern twentieth century lines as in this section. The secret of the growth of the town of Chase City, the marketing and distributing point for the products of the rich farms that are located within a circle of five or six miles around.

The good work of dividing up these large plantations into smaller farms and locating on them twentieth century farmers who know how to make the crops of the day is going on, and thus the population and the income of the county and the district are increasing and land values are also increasing and the rate.

The pioneers in this good work deserve a great deal of credit, for they have done much to make this part of Mecklenburg County the garden spot that it is. There may have been other pioneers, but I suspect that R. M. Jeffreys has been the most successful of them, and he is still on the job. Mr. Jeffreys saw the possibilities a long time ago and saw something in them for himself. It was near a quarter of a century ago when he commenced to tell the peoples of all the country about Mecklenburg County, and its advantages and the men he called in to help in this good work have stood by him. The firm of Jeffreys, Hester & Co. has done a fine work in advertising the advantages of Virginia in general, and Mecklenburg County in particular, and they have brought to Virginia many fine workers from the Middle West, from North Carolina, and from other regions, men who have done well for themselves and done well in helping to build up the waste places of the Mecklenburg section of Virginia.

GOOD AND HARD WORK

WILL ALWAYS TELL. Of course, this real estate firm has profited by these efforts and ought to have done so, for every workman is worthy of his hire if he does good work, and no concern in all of Virginia has done better work than Jeffreys, Hester & Co. They have made money, good money for themselves, but in the meantime they have done great things for Mecklenburg County and for Chase City. In the last two decades this firm has sold to Middle West people, to Northern people and to North

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MANY NEW INDUSTRIES THROUGHOUT SOUTHLAND

Two Virginians and the Carolinas Figure in the Development of the Day—Roanoke in It.

Baltimore, Md., June 6.—Among the many Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following:

The Barges Manufacturing Company, Huntington, W. Va., was incorporated with capital stock of \$200,000 to manufacture mine cars.

N. & G. Taylor Co., Cumberland, Md., at cost of \$100,000 will enlarge its tinplate factory, increasing capacity about 60 per cent.

City Dairy Company, Baltimore, Md., will expend \$300,000 to erect buildings, including dairies, ice cream plant, offices, shops, stables, etc., all of concrete, will equip at cost of about \$250,000.

Commissioners of Tri-County Drainage Dist., Early, Ark., let contract to construct drainage system (including bridges) to reclaim about 64,000 acres in Cross, Crittenden and St. Francis counties.

Southern Railway Company will expend \$800,000 for additional facilities (including bridges) for improvements at Buntyn yards, near Memphis, including classification and receiving yards, mechanical coal-handling plant, tender and sand facilities, roundhouse, etc., will also, expend about \$200,000 at Mobile, Ala., for freight houses, cotton platform, storage tracks, tender handling plant, etc.

Lackawanna Coal and Lumber Company is reported to develop 30,000 acres of coal lands in Boone County, near Griffith, W. Va., improvement to include equipment of Reynolds colliery with electrical machinery for daily capacity of 1,500 tons, equipment at terminal Laurel Creek Railroad for daily capacity of 4,000 tons, construction of power plant, erection of 500 miners' houses, etc.

Dunn Woolen Co., Martinsburg, W. Va., incorporated with capital stock of \$50,000; acquires Martinsburg Worsted and Cashmere Company's plant and will build addition to increase capacity one-third.

White American Locomotive Sander Company, Roanoke, Va., has been incorporated with capital stock of \$25,000 to manufacture locomotive sanders. Brookside Mills, Knoxville, Tenn., will add 400 looms for weaving corduroy fabrics.

Richmond Briquetting Corporation, Richmond, has been incorporated with capital stock of \$10,000 to manufacture fuel briquettes.

VIEW AND NEAR VIEWS: HINTS AND SUGGESTIONS

BY FRANK S. WOODSON, Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue from 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

The Outlook.

The drought, which still prevails in the section of country that looks to Richmond for its supplies continues to affect trade. It causes the retailers in the country to curtail or withhold their orders altogether, and as a result the jobbers have not had altogether as good trade the past week as they might otherwise have hoped for. Nevertheless, they say they have no complaint to make as the vigorous and ever active traveling men are sending in as many orders as they perhaps ought to take under the conditions. The tobacco manufacturers report good trade and at least two of them report that they are behind in filling orders. Other manufacturers say business is equally as good as it was a year ago and some of them report some enlargement in comparison with what their books showed for the first week in June of last year. The railway people report active business as compared with a month ago, but a slight falling off as compared with the corresponding week of last June. The bankers are optimistic, and report bank clearings larger than for the corresponding week of last year, but Richmond bankers are looking after a larger territory now than they did then.

Very Late Tobacco.

"The best time for planting tobacco," says Colonel G. E. Webb, in the Southern Tobacco Journal, "is from the last of May to the middle of June. Of course, if the crop is to be set out by hand, it must be done during the wet season, the plants being drawn from the beds and transplanted to the rows in the same manner you would cabbage or potatoes."

Tobacco transplanters are becoming more popular each year, because it has been demonstrated that tobacco set with machine starts to grow much quicker than that set by hand. It freshens the ground as the plant is put in it, and packs the earth around

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GENEROSITY OF FLOWERS, ESPECIALLY THE ROSE

Do Not Always Pay Profits in Dollars, but They Pay All the Same.

The rose book says, "Be generous with your roses. Cut the buds before they are wide open, and put them in water, where they will unfold more slowly and last longer than on the bush. Cut them in the morning, when the dew is on them."

Taking the above for a text, the writer in the "Nature Lover's Corner" of the Indianapolis News preaches somewhat as follows:

"That is a delightful thing for a rose book to say, and it brings dreams of a delightful experience, the experience of gathering arms full of roses, of filling the house with them, and of giving them to your friends, with the thought that you are making a difference in the world. It is really the rose that is generous, not you. We say that to them that have not shall be taken away, and it means that we must take very good care of what we have. The rose says that to them that give shall be given, and from them that give not shall be taken away, and that is a harder text, although it may not be so wise. At any rate, the rose is well repaid for its generosity, not only in the continued pleasure of giving, but in the fun of being a rose, and it must be a happy thing to be, for there was never a rose blossom that did not give pleasure."

The rose, of course, is not the only flower that is generous. The pansies are almost foolish in their giving, and the sweet peas and nasturtiums demand that their blooms be cut that they may all their vines with new ones each day. The poppies grieve secretly that they cannot live in water, but they are gay and pretend that they do not care. The touch-me-nots are so ashamed of their selfishness that they hide under their leaves.

We cannot claim that we have taught the flowers to be generous. Each spring the violets and buttercups and anemones wait to be picked. They give generously and contentedly, rejoicing that they can come so early with their gifts. The daisies and the elders and the wild roses are no less generous. In order that the rose may give its bloom abundantly, they must not be mis-treated. The flowers must be taken carefully and with gratitude, rather than greed. The bud and hawthorn are torn off, leaving the bare and the branches deformed. Violets are torn out by the roots and money plants are pulled from the ground. Cutting flowers is a pleasure, but it is also a task, and flowers do not bloom for lazy, careless people."

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